

Message Text

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PAGE 01 RIO DE 04354 131941Z
ACTION ARA-14

INFO OCT-01 ISO-00 EB-08 COME-00 /023 W
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R 131851Z SEP 77
FM AMCONSUL RIO DE JANEIRO
TO SECSTATE WASHDC 5311
INFO AMEMBASSY BRASILIA
AMCONSUL SAO PAULO

UNCLAS RIO DE JANEIRO 4354

E.O. 11652: N/A
TAGS: BTIO, BR
SUBJECT: COMPUTERS - AWAITING THE FINAL DECISION

REF: A) RIO 4208 B) RIO A-54, JULY 6, 1977

1. THE BRAZILIAN PRESS REPORTS THAT SIXTEEN COMPANIES SUBMITTED PROPOSALS FOR THE MANUFACTURE OF MINICOMPUTERS TO THE BRAZILIAN GOVERNMENT POLICY-MAKING ENTITY WHICH REGULATES THE DATA PROCESSING INDUSTRY, CAPRE, ON SEPTEMBER 8, THE DEADLINE FOR SUBMISSION. OF THE SIXTEEN PROPOSALS, SEVEN WERE FROM FOREIGN-OWNED FIRMS (SIX FROM U.S.), SEVEN WERE FROM BRAZILIAN FIRMS (TWO OF THESE WOULD USE FOREIGN TECHNOLOGY) AND TWO FROM JOINT VENTURE COMPANIES (ONE OF WHICH INCLUDES A U.S. PARTNER).

2. THE COMPANIES SUBMITTING PROPOSALS ARE AS FOLLOWS:

A. FOREIGN FIRMS (ALL U.S. EXCEPT OLIVETTI OF ITALY);

- (1) HEWLETT-PACKARD
- (2) OLIVETTI
- (3) FOUR-PHASE (MAY BECOME A JOINT VENTURE)
- (4) BURROUGHS
- (5) I B M
- (6) NATIONAL CASH REGISTER

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(7) T R W

B. BRAZILIAN FIRMS

- (1) ISABRA PROTONDATA (A PARANA PERIPHERALS PRODUCER)
- (2) EDISA ELETRONICA DIGITAL (RIO GRANDE DO SUL CONSORTIUM OF 20 FIRMS AND THE STATE DEVELOPMENT BANK)
- (3) IFEMCE

- (4) HIDROSERVICE/J.C. MELO
- (5) LABOELETRONICA (SUBSIDIARY OF BRASILINVEST, SA--
A LARGE HOLDING COMPANY)
- (6) ELECTRONICA BRASILEIRA
- (7) COMPANHIA DOCAS DE SANTOS (OPERATING ENTITY OF
SANTOS PORT)

C. JOINT VENTURE FIRMS

- (1) MAICO (BASIC FOUR (US) AND GRUPO LUCAZ NOGUEIRA GARCES)
- (2) SHARP (JAPAN)- INEPAR (BRAZIL) - DATA SERVICE
(BRAZIL)

3. OF THE NINE FOREIGN FIRMS SUBMITTING (OR PARTICIPATING
IN) PROPOSALS, ONLY TWO WERE JOINT VENTURES WITH
BRAZILIAN FIRMS. ONE OF FIVE CRITERIA (NOT REQUIREMENTS)
AGAINST WHICH ALL PROPOSALS WILL BE EVALUATED IS
BRAZILIAN PARTICIPATION. ACCORDING TO PRESS REPORTS,
CAPRE INTENDS TO REACH A DECISION BY THE END OF THE YEAR.

4. WE WILL REPORT FURTHER AFTER DISCUSSING WITH SOME
U.S. BIDDERS.
DEXTER

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